



To  
The Listing Department  
**National Stock Exchange of India Limited**  
Exchange Plaza, Plot No.  
C/1, G-Block, Bandra,  
Kurla Complex,  
Mumbai: 400051

24<sup>th</sup> September, 2025

Dear Sir/ Madam,

**Ref :Sumit Woods Limited**  
**Symbol : SUMIT**

**Sub: Intimation under Regulation 30 SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations")**

Under Regulation 30 SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations") to a presentation inter alia covering Company's business overview and strategies for the Quarter ended 30<sup>th</sup> June, 2025, please find enclosed a presentation.

Kindly take the same on record and acknowledge the receipt.

Thanking you,

Yours faithfully,

**For Sumit Woods Limited**

**Rekha Bagda**  
**Company Secretary**

**Sumit Woods Limited**

B - 1101, Express Zone, Diagonally Opp. to Oberoi Mall, W.E.Highway, Malad (East), Mumbai - 400 097  
Tel.: 022- 2874 9966 / 77 Fax : 022-2874 3377 • Email : [contact@sumitwoods.com](mailto:contact@sumitwoods.com) [www.sumitwoods.com](http://www.sumitwoods.com)  
CIN No. : L36101MH1997PLC152192



# **Sumit Woods Limited**

FY25 Investor Presentation



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# 39 Years Of Building Trust & Transforming Spaces: Company Overview

Established in 1986 by industry visionaries Mr. Subodh Nemlekar and Mr. Mitaram Jangid, Sumit Group has become a symbol of precision and excellence in real estate development. With nearly four decades of experience, the company has established itself as one of Mumbai and Goa's most trusted developers, delivering quality projects that meet the highest design and construction standards.

Over the years, Sumit Group has completed 65+ projects, encompassing a total built-up area of more than 50 lakh square feet approx, while rehabilitating thousands of families.

Since its inception, Sumit Group has steadfastly committed to enhancing urban living spaces.

The company's journey is marked by remarkable residential and commercial real estate achievements, with its projects extending across Mumbai—from Virar to Churchgate—and Goa.

Sumit Group's expertise spans diverse development segments, including:

- \*Open Plots/Freehold Land
- \*Society Redevelopment
- \*SRA (Slum Rehabilitation Authority) Projects
- \*MHADA (Maharashtra Housing and Area Development Authority) Developments
- \*Collector's Land Projects
- \*Amenity Plots
- \*Projects developed under various DCPR schemes, like 33-5, 33-7, 33-9, 33-11, and 33-12 schemes.

Currently, the group is actively engaged in key projects, namely, Sumit KMR Param (Borivali West), Sumit Star Exclusif (Bhayandar), Hedavkar Wadi No. 1 (Prabhadevi) and Bhakti Sudha (Santacruz), each reflecting the company's commitment to excellence. Backed by a team of experienced professionals.



Actual image - Sumit Atulyam, Matunga West



# Every Milestone, A Story Of Progress : Key Highlights



**39+**

Years Of Real Estate  
Excellence



**50+**

Lakh Sq Ft Space  
Delivered



**7,000+**

Happy Families



**68+**

Projects Delivered  
with OCs



**2**

Townships



**15+ Lakh Sq Ft**

Under Construction



**4**

Ongoing Projects



**6**

Upcoming Projects



**MEMBER of**  
CREDAI-MCHI,  
NAREDCO & BDA

**2018**

NSE Listing



**100+**

Employees

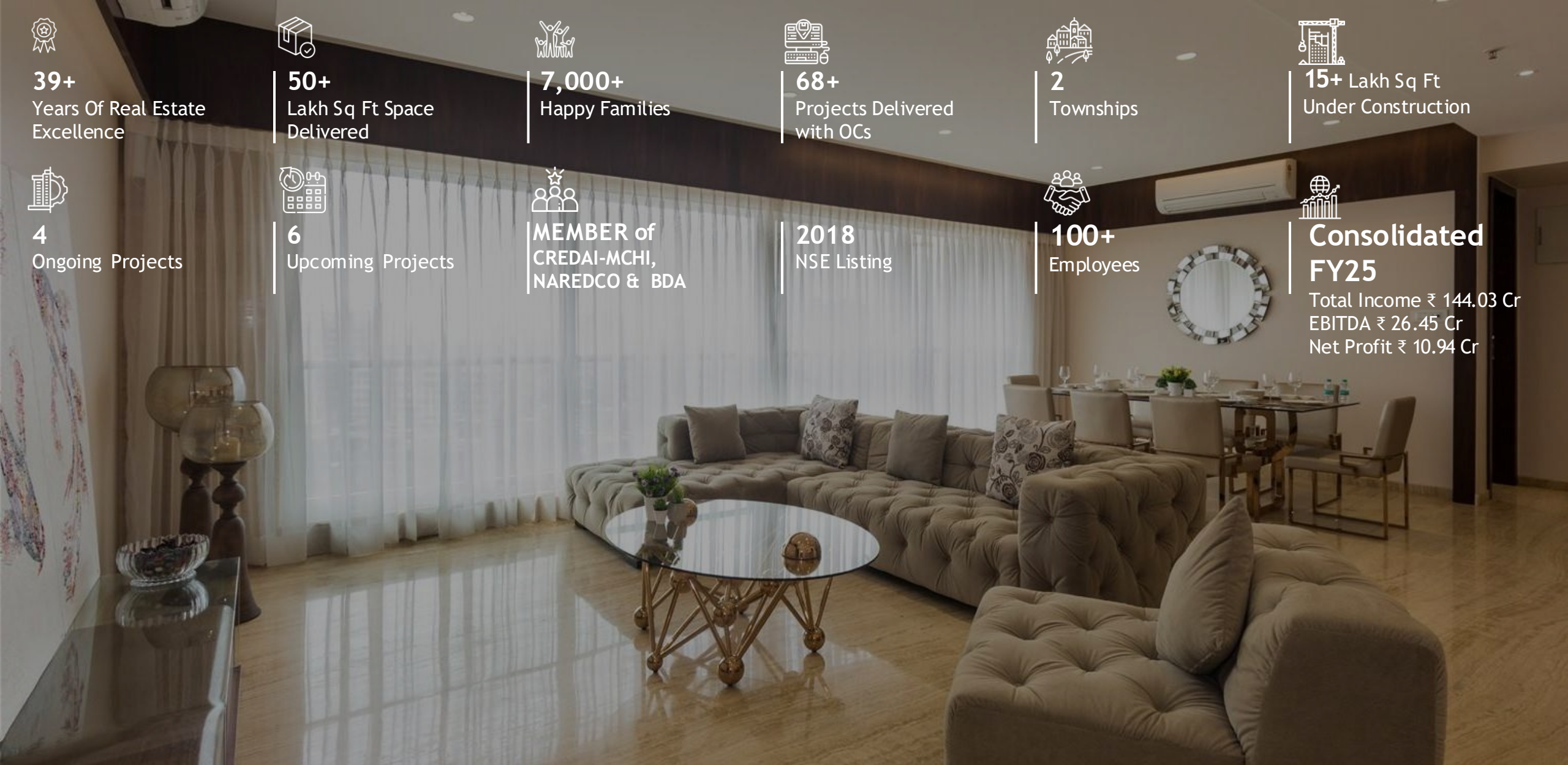


**Consolidated**  
**FY25**

Total Income ₹ 144.03 Cr

EBITDA ₹ 26.45 Cr

Net Profit ₹ 10.94 Cr







## Mission

To set new standards in eco-friendly living, providing comfort and convenience to the entire community. By focusing on sustainable development, we aim to create lifestyle-enhancing benchmarks that not only meet the needs of today but also ensure a greener and more harmonious future for all.



## Vision

To create lifestyle enhancing, eco-friendly benchmarks that provide comfort and convenience to the community at large.



## Values

Innovation  
Trust  
Quality  
Customers Centricity  
Teamwork  
Social Responsibility







Iconic Promising  
Developer  
at Times Real Estate  
Conclave & Awards  
2024-25



Most Trusted Developer  
of the Year, Mumbai at  
Lokmat Real Estate  
Conclave 2024



Developer of the Year  
Redevelopment at  
AdSync Excellence  
Awards 2024



Excellence in Delivery  
at AdSync Real Estate  
and Business Excellence  
Awards 2024



Iconic Real Estate  
Brand of the Year,  
Mumbai at Mid-Day Real  
Estate Awards 2024



Luxury Project of the Year  
Residential  
SUMIT KMR PARAM  
Real Estate & Business  
Excellence Awards by  
AdSync 2024



Iconic Luxury Residential  
Project of the Year - Sumit  
KMR Param at Times Real  
Estate Conclave & Awards  
2024-2025



Distinguished  
Redevelopment Project -  
Sumit One, Borivali  
(W) at Times Redevelopment  
Awards 2024



# Trailblazers In Business Excellence: Core Leadership Team

**Bhushan Nemlekar,  
Whole-Time Director & CFO**

A Harvard-certified leader with 18+ years of experience, Mr. Nemlekar focuses on project financing, sales, and strategy. His dynamic approach drives Sumit Group's expansion and success.

**Amruta Jangid,  
Head - Marketing & Branding Operations**  
She manages RERA compliance for all Sumit Group projects, contributes to marketing, and oversees interior design and amenity concepts.



**Subodh Nemlekar,  
Co-Founder & Non-Executive Director**  
A visionary with deep expertise in marketing and public relations, Mr. Nemlekar has been pivotal in establishing Sumit Group's reputation as a trusted name in real estate.

**Mitaram Jangid,  
Co-Founder & Managing Director**  
With 40+ years in construction, Mr. Jangid ensures every project is designed for maximum utility and value. His hands-on approach and vision have been instrumental in creating spaces that enrich lives.





# Total Projects Delivered In Mumbai

## Matunga

- Sumit Abode - I
- Sumit Abode - II
- Sumit Atulyam

## Lalbaug

- Sumit Bhoomi Avenue
- Om Sumit
- Sumit Bhavan

## Sion

- Sumit Lata

## Byculla

- Sumit Hendre Residency

## Ville Parle

- Sumit Sai Prasad
- Sumit Gurukrishna

## Andheri West

- Juhu Omkar

## Jawhar

- Sunset Point & Holiday Homes (Govt. Contract)

## Goregaon West

- Sumit Samarth Arcade (Commercial & Residential Project)

## Malad East

- Sumit Pramukh Enclave
- Yamunabai Pada (SRA)

## Borivali West

- Sumit Garden Grove
- Manan
- Sumit Enclave
- Mitasu Enclave
- Sun Sumit
- Mitasu Apartment
- Sumit One

## Borivali East

- Sumit Proxima
- Sharda Sahaniwas

## Virar West

- Sumit Greendale (Township)
- Sumit Greendale Nx (Township)

## Gorai

- Gorai Sumit
- Vishwakarma
- Jay
- Gorai Mitasu

## Kandivali West

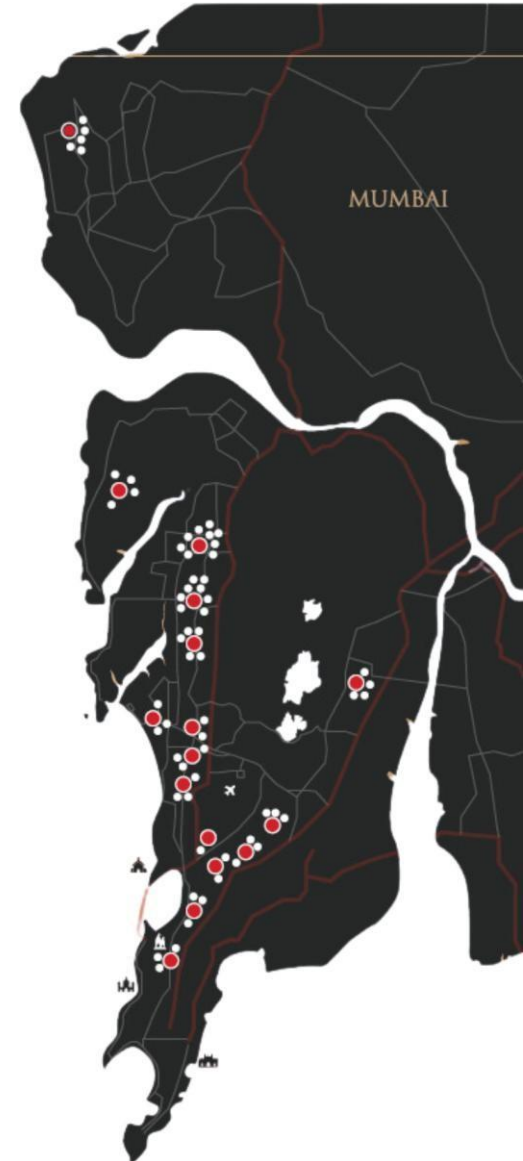
- Gaurav Jamuna
- Railmitra
- Sarovar
- Dattataray
- Charkop Mitasu
- Vaishali
- Kedarnath
- Sun-n-shell
- Amruta
- Gharkul
- Mitnayan
- Sai Sumit
- Dhvani

## Mulund

- Arcenciel

## Bandra

- Siddhant (Govt. Contract)



# Total Projects Delivered In Goa

## PONDA

- Casa Mitasu
- Mitasu Manor
- Mitasu Mansion
- Mitasu Marvel
- Mitasu Residency
- Nirmala Residency
- Sumit Classic
- Sumit Garden
- Sumit Hill Clave
- Sumit Mount 1
- Sumit Mount 2
- Sumit Mount 3
- Sumit Mount 4
- Sumit Mount 5
- Sai Santoshi
- Sumit Residency
- Sumit Province I
- Sumit Province II
- Sumit Plumeria

## NUVEM

- Sumit Bells I
- Sumit Bells II
- Sumit Bells III





Sumit Woods Limited specializes in redevelopment projects, which is a core focus of our business strategy and expertise. While the company has experience in brand-new projects involving land acquisition, redevelopment remains Sumit Wood's distinguishing strength

## Why Focus On Redevelopment



### Addressing Urban Challenges:

Redevelopment caters to the pressing need for upgrading old and dilapidated structures in densely populated cities like Mumbai.



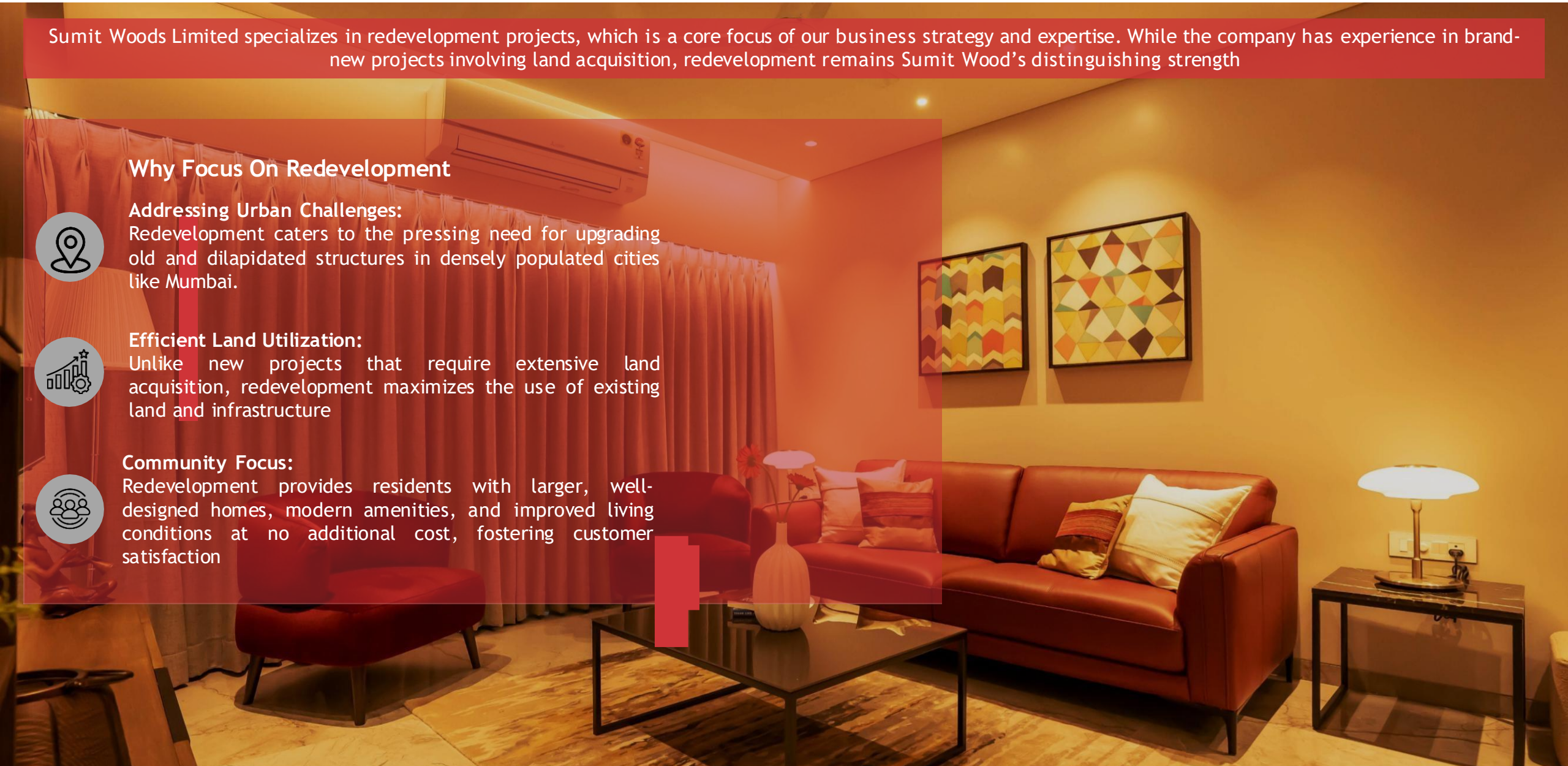
### Efficient Land Utilization:

Unlike new projects that require extensive land acquisition, redevelopment maximizes the use of existing land and infrastructure



### Community Focus:

Redevelopment provides residents with larger, well-designed homes, modern amenities, and improved living conditions at no additional cost, fostering customer satisfaction



## Scaling Up With Asset Light Business Model



### Enhanced Asset Efficiency & Profitability:

By prioritizing partnerships, joint ventures, and strategic collaborations, Sumit Woods executes more projects with a smaller fixed asset base. This directly improves the asset turnover ratio, demonstrating efficient capital utilization and driving higher revenue generation.



## Agile Operations & Optimized Cash Flow:

Minimizing upfront investments in land and infrastructure allows for quicker project initiation, reduced financial strain, and optimized cash flow management. This translates to greater operational efficiency and faster project cycles.



## Scalable Growth & Diversified Risk:

The asset-light approach facilitates both geographic and project diversification without overextending the balance sheet. This mitigates financial risk, enhances responsiveness to market opportunities, and supports sustainable, profitable growth.



## Increased Project Capacity:

Collaborations for land acquisition and development empower Sumit Woods to manage a greater volume of projects concurrently, significantly scaling business operations.



## Strategic Resource Deployment:

Reduced reliance on fixed assets frees up resources for strategic investments in innovation, marketing, and customer experience, further enhancing scalability and competitive advantage.





# A Network Of Financial Powerhouses: Strategic Alliances







**Sumit One, Borivali West**  
Delivered Jan 2024



**Arcenciel, Mulund West**  
Delivered April 2024



**Sumit Atulyam,**  
**Matunga West**  
Delivered July 2024



**Sumit Gurukrishna**  
Delivered March 2025



**Sumit Bells I, Nuvem**  
Delivered September 2024



## Sumit KMR Param

Location	Borivali
No of Units	152 Units
Total Saleable Area	1,28,992 Sq Ft
Current Stage	9th Slab Complete
Expected Completion	March 2029



## Sumit Star Exclusif

Location	Bhayandar
No of Units	78 Units
Total Saleable Area	93,184 Sq Ft
Current Stage	10 <sup>th</sup> Slab Complete
Expected Completion	June, 2027





## Bhakti Sudha

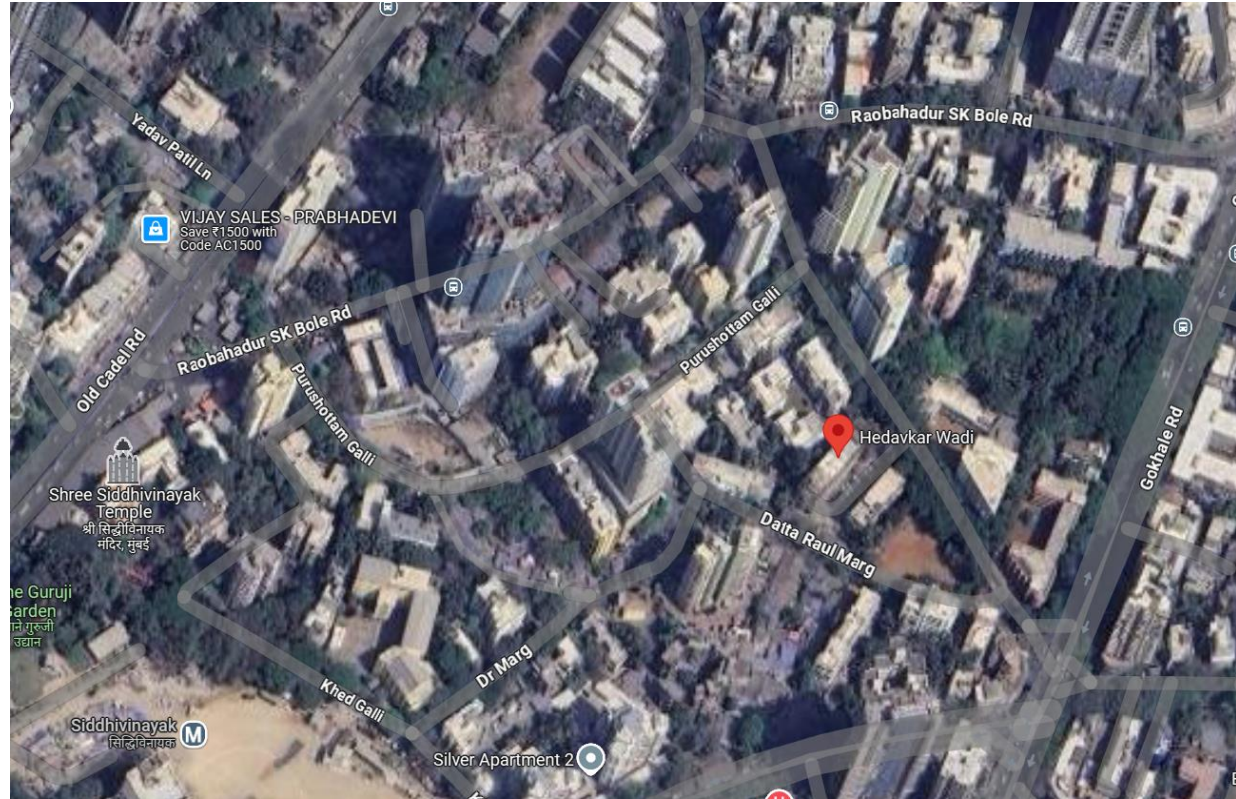
Location	Santacruz
No of Units	40 Units (Approx)
Total Saleable Area	64,000 Sq Ft (Approx)
Current Stage	Demolition Stage
Expected Completion	June 2028



\*Tentative Elevation

## Hedavkarwadi (Phase I)

Location	Prabhadevi
No of Units	70 Units (Approx)
Total Saleable Area	95,000 Sq Ft (Approx)
Current Stage	DA Registered (MHADA NOC Received)
Expected Completion	Year 2030





# Our Ventures: Ongoing & Upcoming Projects



Sr. No	Name of Firm	Project Name	Location	Land Area Sq mtr	Type of Project	Category	Usage Type	Free Sale FSI Approx RERA Carpet Sq Ft	Total Est. Project Sales Cr	Est. Project Sales of Sumit Woods Limited Cr	Sumit Woods Ltd. Sharing in %
Details of Ongoing Projects:											
1	Sum it Woods Limited	Sumit KMR Param	Borivali	8,000	Open Development	Premium	Residential	1,28,992	425	425	100
2	Sum it Woods Limited	Hedavkar Wadi (Phase I)	Prabhadevi	3,000	Re-development	Premium	Residential	95,000	500	500	100
3	Sum it Star Land Developers LLP	Sumit Star Exclusif	Bhayandar	2,000	Open Development	Aspirational	Residential	93,184	76	19	25
4	Sum it Pragati Venture LLP	Bhakti Sudha	Santacruz	3,600	Re-development	Aspirational	Residential	64,000	100	98	98
Total A								3,81,176	1,101	1,042	
Details of Upcoming Projects:											
1	Sum it Woods Limited	Vidhyavihar	Dadar	1,100	Re-development	Aspirational	Residential	40,000	160	160	100
2	Sum it Woods Limited	Dattani Trade centre	Borivali	3,100	Re-development	Boutique A Category	Commercial	1,50,000	450	450	100
3	Sum it Woods Limited	Jai Shivam CHSL	Malad	5,000	Re-development	Premium	Residential	75,000	230	230	100
4	Sum it Hills Private Limited	Brothers Society	Mahim	6,600	Re-development	Super Premium	Residential	1,70,000	1010	737	73
5	Sum it Luxe Ventures LLP	Makwana Society	Vile Parle	922	Re-development	Premium	Residential	20,000	85	43	51
6	Sum it Woods Limited	Station Plaza	Bhandup	6,550	Re-development	Boutique A Category	Commercial	2,00,000	700	700	100
Total B								6,55,000	2,635	2,320	
Total (A + B)								10,36,176	3,736	3,362	

## Green Construction

Practices Using eco-friendly materials and energy-efficient designs to minimize environmental impact



## Sustainable Living Spaces

Incorporating rainwater harvesting, solar energy, and waste management systems in our projects.



## Focus on Long-Term Value

Designing developments that balance environmental responsibility with economic efficiency.



## Contributing to Urban Resilience

Creating spaces that adapt to climate challenges while enhancing the quality of life for communities.



At Sumit Group, sustainability is not an add-on—it's the foundation of every project we undertake.



- **Urbanization and Population Growth:**

Increasing urban migration fuels demand for residential, commercial, and redevelopment projects in high-density areas.

- **Rising Incomes and Preferences:**

Growth in disposable income and shifting consumer demand for luxury housing and smart homes drive sales.

- **Favorable Financing:**

Low interest rates and accessible home loans encourage real estate investments. (1)

- **Government Initiatives:**

Policies like PMAY, Smart Cities Mission, and infrastructure development (metros, highways) enhance market opportunities.

- **Sustainability Trends:**

Rising demand for eco-friendly buildings with green certifications and energy-efficient technologies.

- **Technological Advancements:**

Tools like BIM, 3D printing, and automation enable cost-efficient, timely project delivery.

- **Redevelopment Opportunities:**

Urban renewal projects in cities like Mumbai offer significant growth potential. 10%-20% of Mumbai's property registrations now stem from redevelopment projects, signalling a major growth driver.

- **FDI and Reforms:**

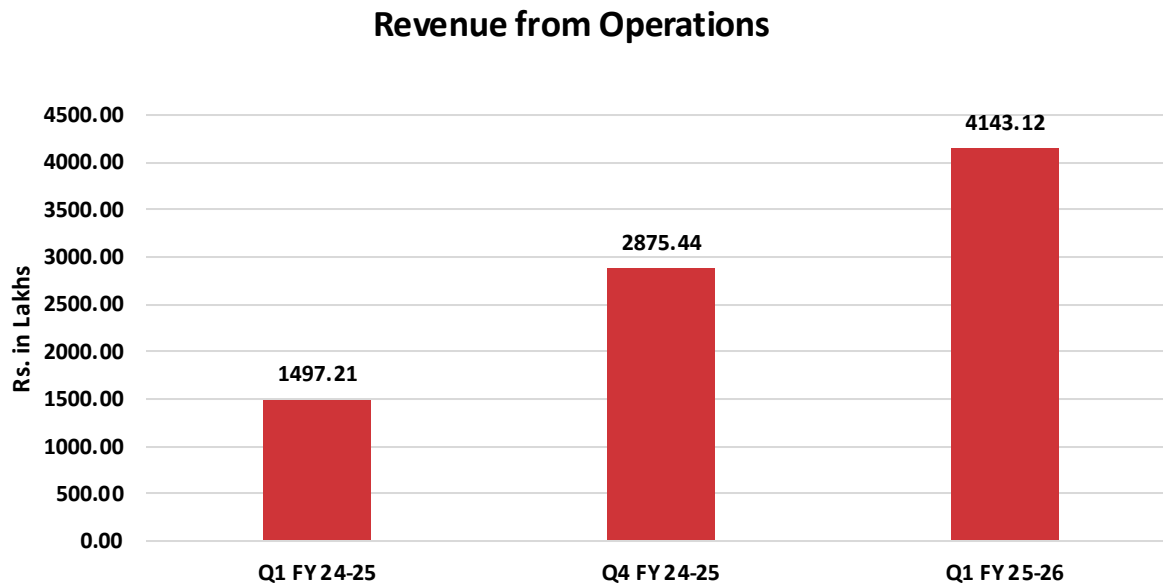
Policies like RERA and REITs attract foreign investments, boosting transparency and confidence.

- **Post-Pandemic Shift:**

Demand for larger, suburban homes grows as hybrid work models gain traction. These drivers collectively shape the real estate industry, offering immense opportunities for growth and innovation.

Source: IBEF, BS (1), ET

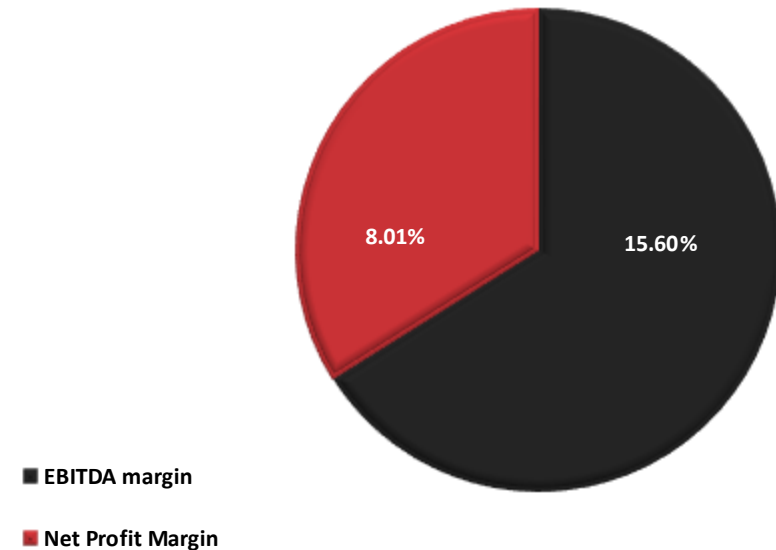
Our Standalone revenue from operation came in at Rs. 1497.21 Lakhs for Q1 2025-26, Increasing to 44.09% on QoQ



Note: Net Profit Margin = Net Profit / (Loss) for the period / Total Income

# Standalone Financials

Standalone Results for the Quarter ended June 30, 2025

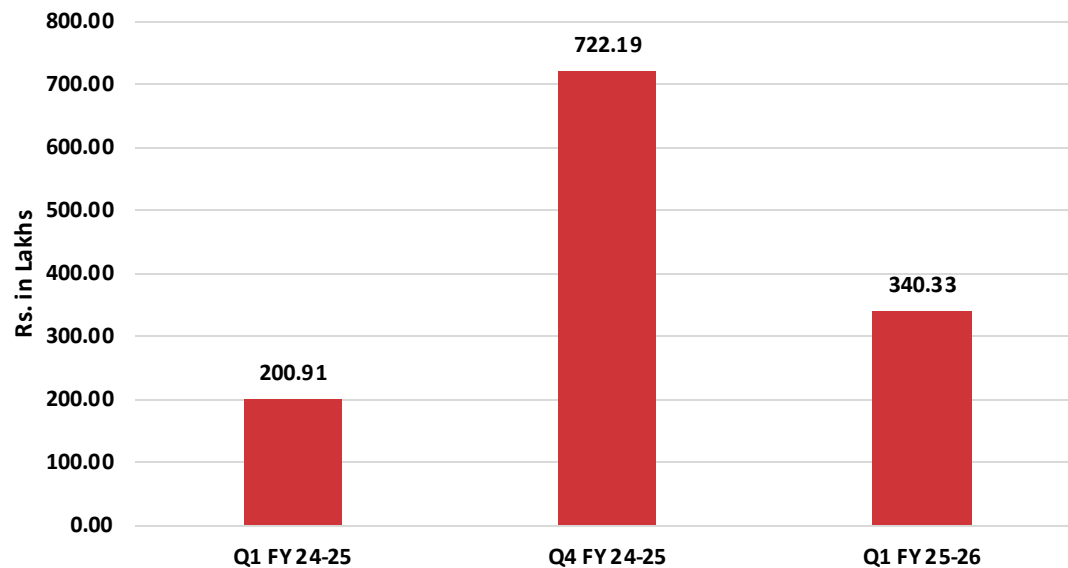


Our EBITDA margin came at 15.60% and Net Profit Margin at 8.01% on standalone Basis for Quarter ended in June 30, 2025



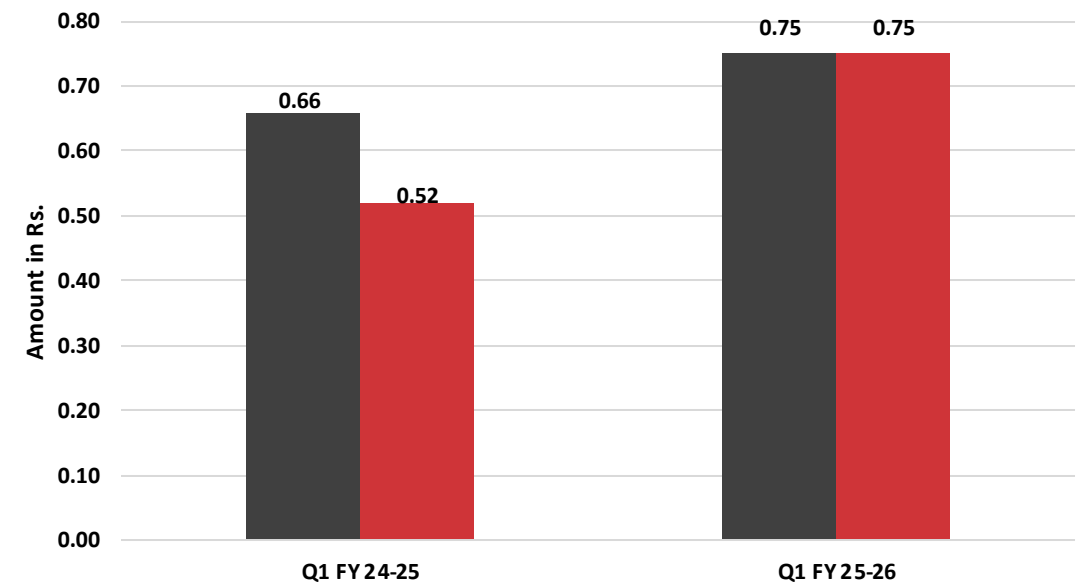
# Standalone Financials results for the Quarter ended June 30, 2025

### Standalone Profit/(Loss) After Tax



Profit after tax has increased 69.39% YoY basis

### Standalone Earning Per Share

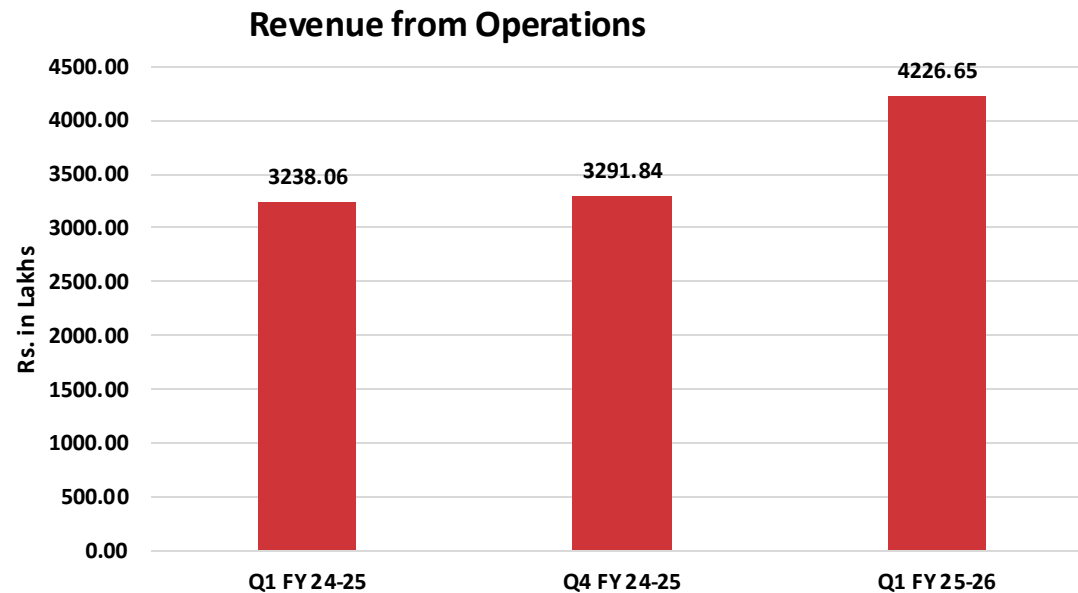


 Basic EPS  Diluted EPS

**Increase in EPS**

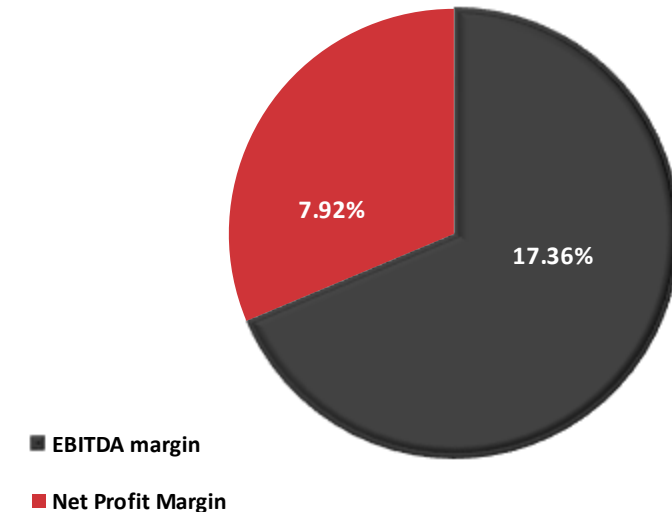
# Consolidated Financials

**Consolidated Revenue from operations is increased by 28.40% on QoQ**



**Note: Net Profit Margin = Net Profit / (Loss) for the period / Total Income**

**Consolidated Results for the Quarter ended June 30, 2025**

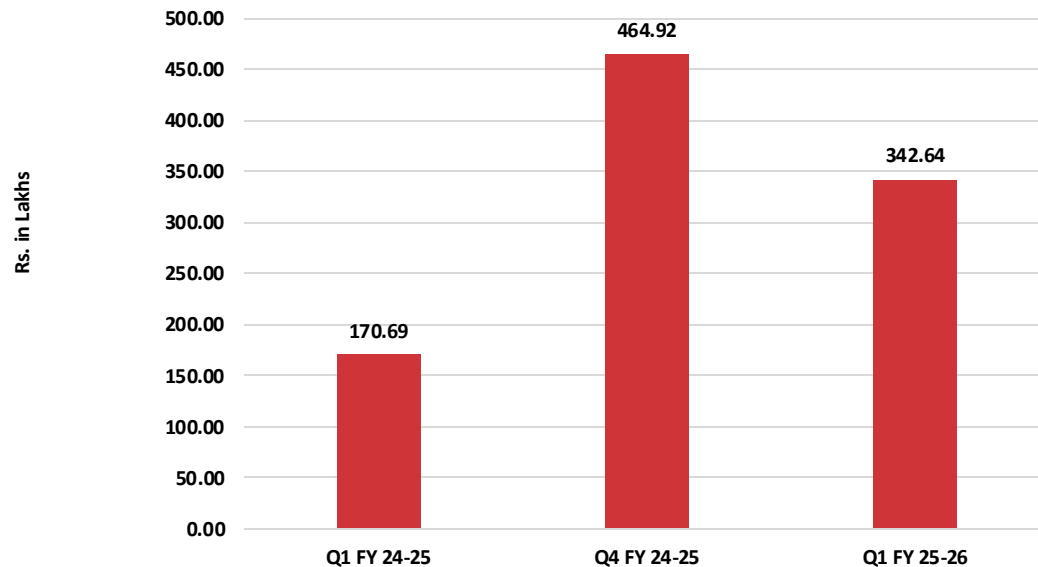


**Our EBITDA margin came at 17.36% and Net Profit Margin at 7.92% on Consolidated Basis for Quarter ended in June 30, 2025**

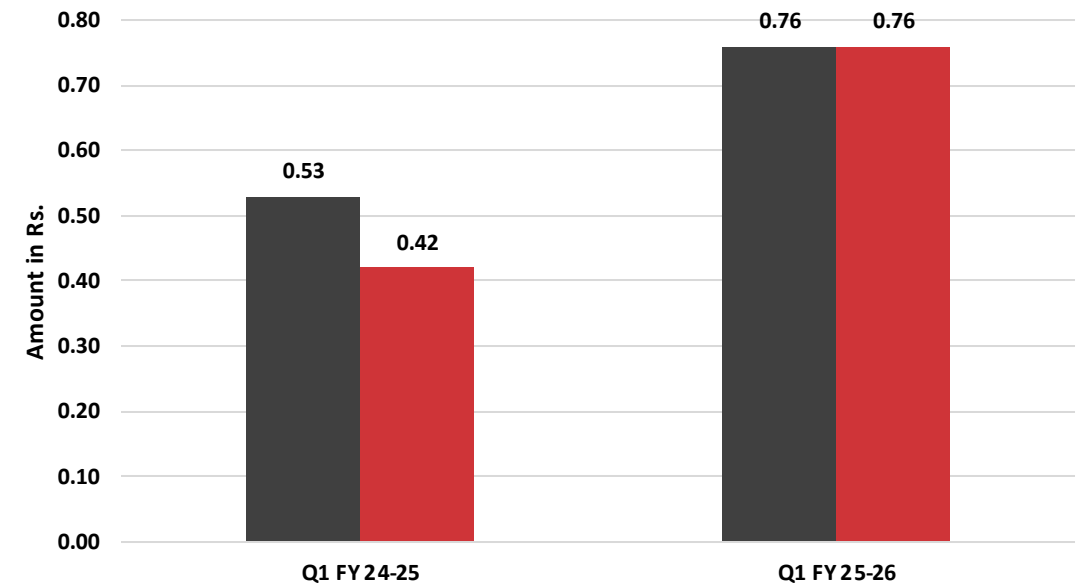


# Consolidated Financials results for the Quarter ended June 30, 2025

Consolidated Profit/(Loss) After Tax



Consolidated Earning Per Share

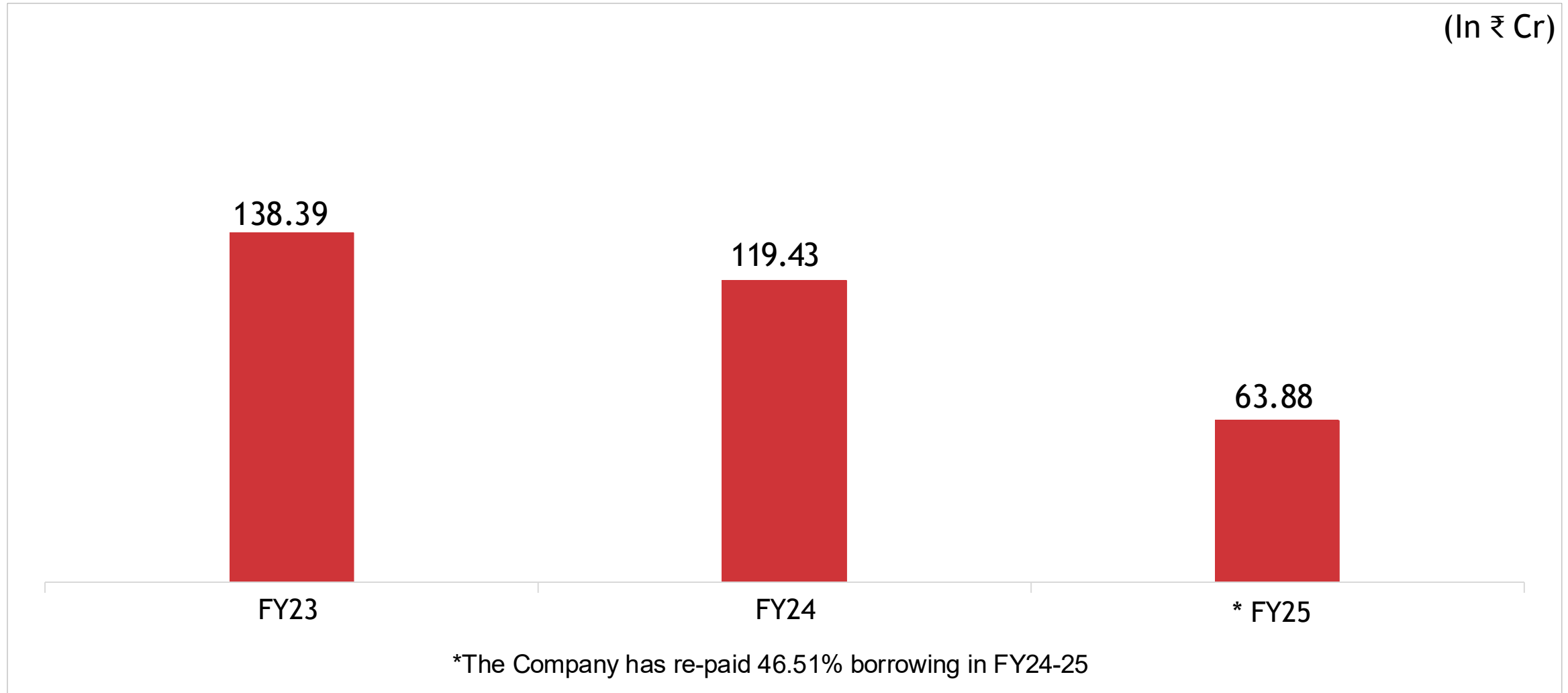


 Basic EPS  Diluted EPS

Profit after tax has increased 100.74% YoY basis

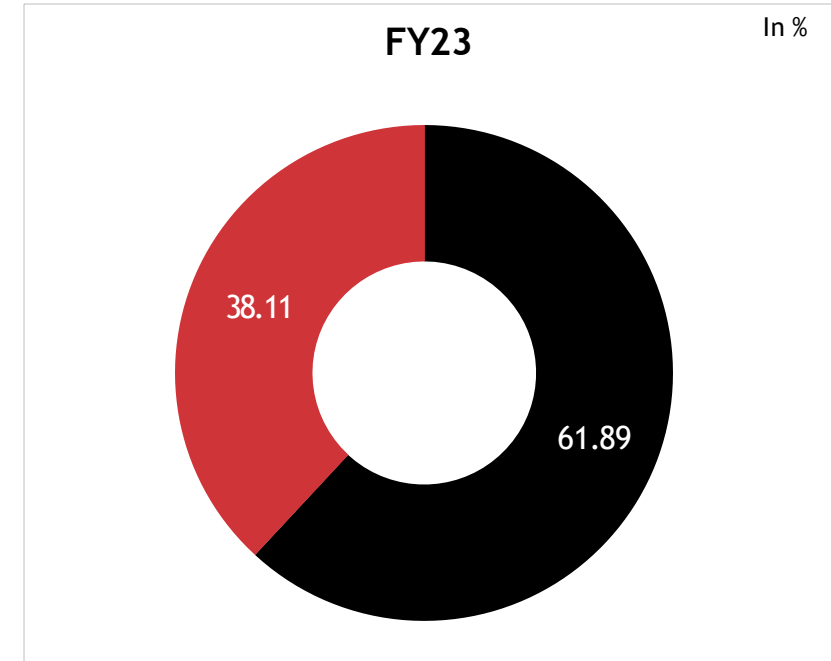
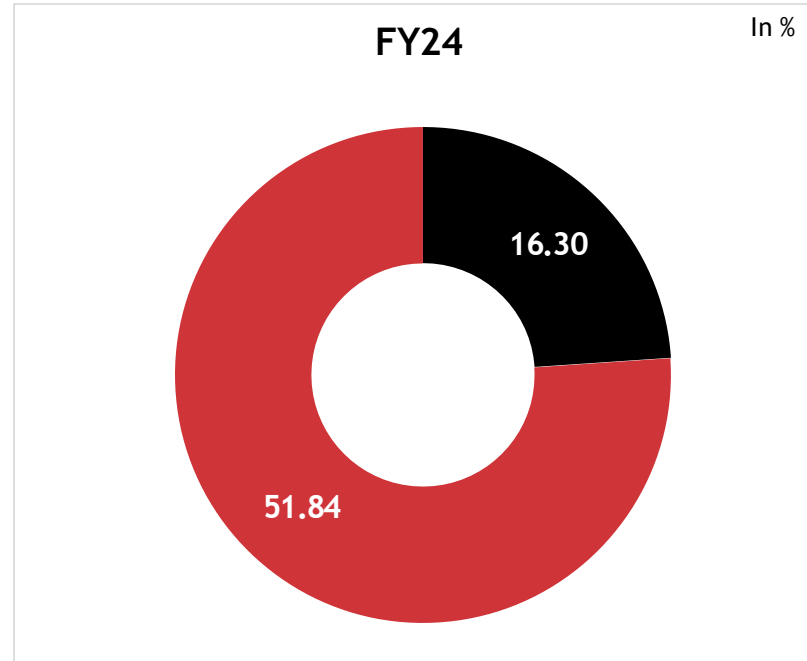
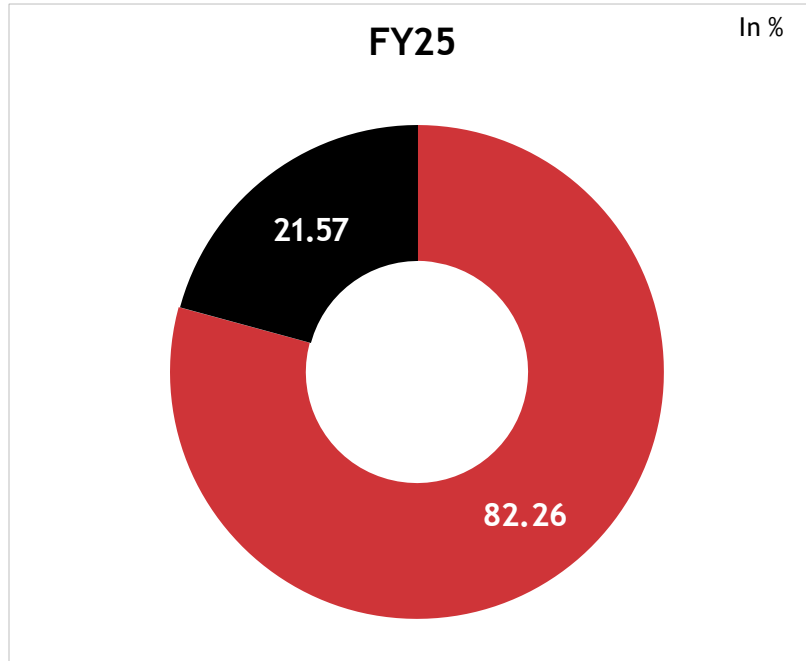
Increase in EPS

# Details of Borrowings





# Revenue Bifurcation Data Required

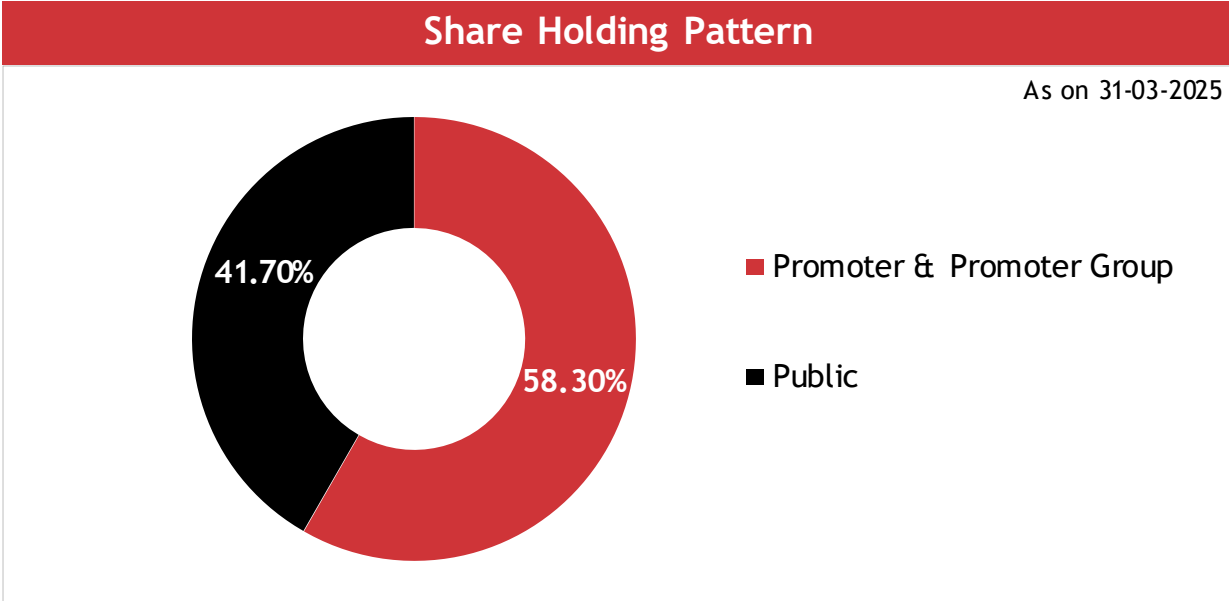


■ Redevelopment ■ Open Land

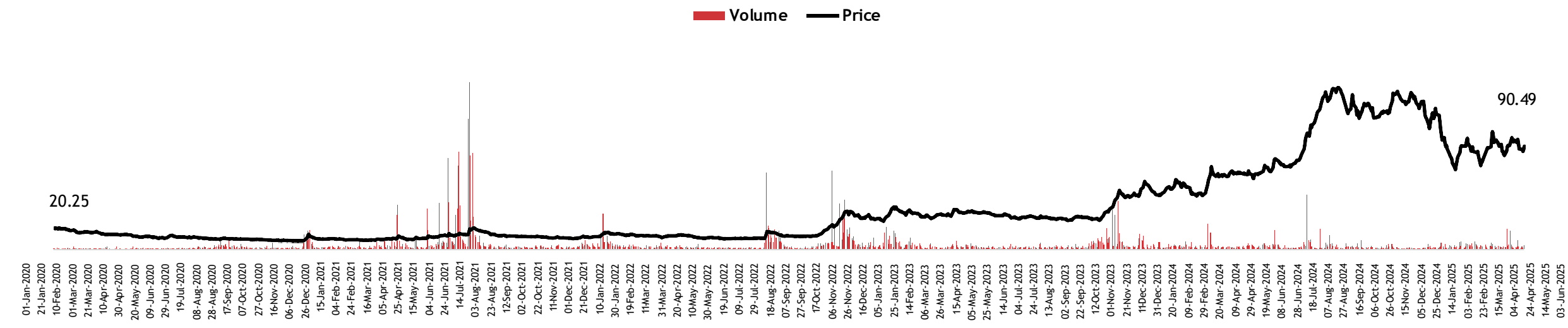
(In ₹ Cr)

Particulars	FY25	FY24	FY23
Open Land	23.01	28.58	60.87
Redevelopment	106.68	146.79	37.48
<b>Total (From Sale of Units)</b>	<b>129.69</b>	<b>175.37</b>	<b>98.35</b>

NSE: SUMIT	
Source NSE	As on 22-09-2025
Share Price (₹)	90.49
Market Capitalization (₹ Cr)	409.64
No. of Shares Outstanding	4,52,68,753
Face Value (₹)	10
52 Week High	157.75
52 Week High-Low (₹)	75.23



## Share Performance From 1<sup>st</sup> January 2020 Till Date

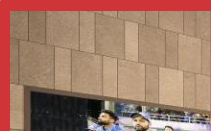




Sumit Gurukrishna, Sample Flat



Sumit Atulyam, Sample Flat



Sumit KMR Param, Rendered Image

Sumit Atulyam, Fitness Center



Sumit Bells I, Rendered Image



## Long-Standing Experience:

Active since 1986, with a 39+ year legacy of delivering high-quality real estate projects in Mumbai and Goa. Successfully completed 65+ projects, covering over 50 lakh sq. ft., with 15 lakh sq. ft. under construction.



## Expertise in Redevelopment:

Specialization in redevelopment projects, including open plots, SRA, MHADA, and collector land, under diverse DCPR 2034 schemes (33-5/7/9/11/12). Recognized for delivering award-winning projects like Sumit One, Borivali (W).



## Financial Growth and Resilience:

5.54% YoY growth in consolidated net profit for FY 2024-25, showcasing operational efficiency and profitability. Steady improvement in debt-to-equity ratio, reflecting prudent financial management.



## Strategic Project Portfolio:

Ongoing and upcoming projects in prime urban locations, targeting aspirational and premium residential and commercial segments. Notable projects: Sumit Arcenciel (Mulund), Sumit Atulyam (Matunga), and Sumit Param (Borivali).



## Recognized and Trusted Brand:

Member of CREDAI-MCHI, NAREDCO, and BDA, reflecting credibility and adherence to industry standards. Accolades include "Developer of the Year - Redevelopment" at AdSync Excellence Awards 2024. "Distinguished Redevelopment Project" at Times Redevelopment Awards 2024.



## Sustainability and Innovation:

Commitment to eco-friendly developments and lifestyle-enhancing benchmarks. Focus on modern designs, sustainability, and community-centric living spaces.

# Thank You



## Sumit Woods Limited

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(Sumit Star Exclusif) This project is registered under Maharera No. P51700008468. And available on the website <https://maharera.mahaonline.gov.in/>